

BE SURE NAME, BUSINESS AND ADDRESS MATCH YOUR FILE.

ANSWERING INQUIRY

SUBSCRIBER: 1

CONSOLIDATED REPORT

DUNS: 00-131-5704
DU PONT, E. I. DE NEMOURS AND COMPANY (INC)

DATE PRINTED
DEC 13 1989

SUMMARY
RATING 5A1

BOX 4500
WILMINGTON DE 19807
1007 MARKET ST
AND BRANCH(ES) OR DIVISION(S)
WILMINGTON DE 19898
TEL: 302 774-1000

PETROLEUM
REFINING, CRUDE
OIL & REFINED
PRODUCTS
PIPELINES, MFR
FIBERS,
AGRICULTURAL CHEM,
PLASTIC &
SYNTHETIC RESINS

STARTED 1802
PAYMENTS SEE BELOW
SALES F \$32,917,000,000
WORTH F \$15,020,000,000
EMPLOYS 140,949
(6,400 HERE)
HISTORY CLEAR
CONDITION STRONG
TREND UP

SIC NOS.
28 11 46 12 46 13
28 24 28 79 28 21

Site: ORONO
ID # 40018068628
Break: 11/11
Other: 12-13-1989 0736

CHIEF EXECUTIVE: EDGAR S WOOLARD JR, CHB

SPECIAL EVENTS

11/13/89 According to published reports, Conagra Inc, Omaha, NE and Du Pont Co, Wilmington, DE have joined together as equal partners in acquiring Bio-Technical Resources Inc, Manitowac, WI. Bio-Technical will remain as an independent operating company. Terms of the agreement were not disclosed.

10/26/89 According to published reports, comparative operating results for the 9 months ended September 30, 1989 are as follows: sales of \$26,541,000,000 and net income (loss) of \$1,997,000,000 compared to sales of \$24,052,000,000 and net income (loss) of \$1,690,000,000 for the comparable period in the prior year.

10/09/89 According to published reports Du Pont and Fuji Photo Film Company Limited announced that the acquisition of Crosfield Electronics Limited from De La Rue plc has been completed. Crosfield's Press Controls division remains with De La Rue.

PAYMENTS (Amounts may be rounded to nearest figure in prescribed ranges)						
REPORTED	PAYING RECORD	HIGH CREDIT	NOW OWES	PAST DUE	SELLING TERMS	LAST SALE WITHIN
11/89	Disc	75000	2500	2500		1 Mo
	Disc	35000	10000	-0-	1 10 N30	1 Mo
	Disc	15000	5000	-0-		1 Mo
	Disc-Ppt	250	-0-	-0-	2 10 N30	1 Mo
	Ppt	3000000	1000000	500000		1 Mo
	Ppt	250000	200000	100000	Regular terms	1 Mo
	Ppt	200000	-0-	-0-	N30	4-5 Mos
	Ppt	100000	60000	-0-	N30	1 Mo
	Ppt	75000	2500			1 Mo
	Ppt	35000	-0-	-0-		6-12 Mos
	Ppt	15000	15000	-0-		1 Mo
	Ppt	10000	10000	-0-	N7	1 Mo
	Ppt	10000	-0-	-0-	N30	6-12 Mos
	Ppt	10000	5000	-0-	N7	1 Mo
	Ppt	5000	2500	-0-		1 Mo
	Ppt	5000	1000	-0-	N30	1 Mo
	Ppt	5000	-0-	-0-	N30	4-5 Mos
	Ppt	5000	2500	-0-	N30	1 Mo
	Ppt	5000	5000	-0-	N7	1 Mo
	Ppt	5000	2500	-0-		1 Mo
	Ppt	2500	-0-	-0-	N30	1 Mo
	Ppt	2500	2500	50		1 Mo
	Ppt	2500	2500	-0-	N7	1 Mo
	Ppt	2500	250	-0-	N30	1 Mo
	Ppt	2500	2500	-0-		1 Mo
	Ppt	1000	100	-0-	2 10 N30	1 Mo

SEE REVERSE SIDE FOR GLOSSARY OF TERMS

(CONTINUED)

THIS REPORT FURNISHED PURSUANT TO CONTRACT FOR THE EXCLUSIVE USE OF THE SUBSCRIBER AS ONE FACTOR TO CONSIDER IN CONNECTION WITH CREDIT INSURANCE, MARKETING OR OTHER BUSINESS DECISIONS. CONTAINS INFORMATION COMPILED FROM SOURCES WHICH DUN & BRADSTREET INC DOES NOT CONTROL AND WHOSE INFORMATION UNLESS OTHERWISE INDICATED IN THE REPORT HAS NOT BEEN VERIFIED IN FURNISHING THIS REPORT. DUN & BRADSTREET INC IN NO WAY ASSUMES ANY PART OF THE USER'S BUSINESS RISK. DOES NOT GUARANTEE THE ACCURACY, COMPLETENESS OR TIMELINESS OF THE INFORMATION PROVIDED. AN SHALL NOT BE LIABLE FOR ANY LOSS OR INJURY WHATSOEVER RESULTING FROM CONTINUED RELIANCE BEYOND ITS CONTROL OR FROM NEGLIGENCE.

000008

THIS REPORT MAY NOT BE REPRODUCED IN WHOLE OR IN PART IN ANY MANNER WHATSOEVER

PAYMENTS
(Cont'd)

Ppt	1000	1000	-0-	2 10 N30	1 Mo
Ppt	1000	1000	-0-	N30	1 Mo
Ppt	1000	-0-	-0-	N30	2-3 Mos
Ppt	1000	-0-	-0-	N30	1 Mo
Ppt	1000	1000	-0-	N7	1 Mo
Ppt	1000	500	-0-	N30	1 Mo
Ppt	1000	50	50		1 Mo
Ppt	1000	50			2-3 Mos
Ppt	1000	250	250	N30	2-3 Mos
Ppt	750	750	-0-		1 Mo
Ppt	750	750	-0-	N7	1 Mo
Ppt	500	50	50	2 10 N30	2-3 Mos
Ppt	500	500	-0-	2 10 N30	1 Mo
Ppt	500	50	-0-	1 10 N30	1 Mo
Ppt	250	50	-0-	1 10 N30	1 Mo
Ppt	250	-0-	-0-	N30	2-3 Mos
Ppt	250	100	-0-	1 10 N30	1 Mo
Ppt	100	100	-0-	1 10 N30	1 Mo
Ppt-Slow 10	1000	250	-0-		1 Mo
Ppt-Slow 10	250	250	250		1 Mo
Ppt-Slow 15	100000	100000	25000		1 Mo
Ppt-Slow 15	30000	30000	30000	N30	2-3 Mos
Ppt-Slow 15	750	750	-0-	N30	1 Mo
Ppt-Slow 30	1000000	65000	15000	N30	1 Mo
Ppt-Slow 30	400000	200000	90000		1 Mo
Ppt-Slow 30	40000	20000	2500	N30	1 Mo
Ppt-Slow 30	10000	5000	500		1 Mo
Ppt-Slow 30	7500	750	-0-	N30	2-3 Mos
Ppt-Slow 30	7500	50	-0-	1 10 N30	1 Mo
Ppt-Slow 30	1000	500	-0-		1 Mo
Ppt-Slow 30	1000	500	250		1 Mo
Ppt-Slow 60	15000	-0-	-0-	N30	6-12 Mos
Ppt-Slow 90	1000	1000	1000	N60	2-3 Mos
Ppt-Slow 90	1000	1000	750		1 Mo
Slow 5	25000				2-3 Mos
Slow 10	100000	15000	10000		1 Mo
Slow 15	15000	15000	15000		
Slow 15	7500	2500	2500	N30	1 Mo
Slow 15	7500	1000	250	N30	1 Mo
Slow 15	2500	2500	2500		1 Mo
Slow 15	2500	2500	1000		1 Mo
Slow 15	250	250	250	N30	1 Mo
Slow 30	750	750	750	N7	
Slow 60	100	100	100	N30	1 Mo
Slow 60-90	1000	1000	500		1 Mo
Slow 90	250	250	250	N30	
Slow 30-120	5000	2500	1000		1 Mo
Disc	20000	500	50		1 Mo
Ppt	45000	45000	-0-		1 Mo
Ppt	7500	7500	-0-	N30	1 Mo
Ppt-Slow 15	750000	1000	1000		1 Mo
Ppt-Slow 15	55000	15000	500	1 15 N30	1 Mo
Ppt-Slow 90	5000	2500	1000		1 Mo
Ppt-Slow 120	85000	1000	250		1 Mo

* Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

* Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported

FINANCE

A CONSULTING SERVICE IS AVAILABLE TO ASSIST YOU IN REVIEWING THIS ACCOUNT FURTHER. PLEASE CALL (800) 223 - 0141 TO SPEAK WITH A DUNS ACCOUNT CONSULTANT.

09/20/89

Fiscal
Consolidated
Dec 31 1986Fiscal
Consolidated
Dec 31 1987Fiscal
Consolidated
Dec 31 1988
(CONTINUED)

THIS REPORT FURNISHED PURSUANT TO CONTRACT FOR THE EXCLUSIVE USE OF THE SUBSCRIBER AS ONE FACTOR TO CONSIDER IN CONNECTION WITH CREDIT INSURANCE MARKETING OR OTHER BUSINESS DECISIONS. CONTAINS INFORMATION COMPILED FROM SOURCES WHICH DUN & BRADSTREET INC DOES NOT CONTROL AND WHOSE INFORMATION UNLESS OTHERWISE INDICATED IN THE REPORT HAS NOT BEEN VERIFIED. IN FURNISHING THIS REPORT DUN & BRADSTREET INC IN NO WAY ASSUMES ANY PART OF THE USER'S BUSINESS RISK AND DOES NOT GUARANTEE THE ACCURACY, COMPLETENESS OR TIMELINESS OF THE INFORMATION PROVIDED. DUN & BRADSTREET INC SHALL NOT BE LIABLE FOR ANY LOSS OR INJURY, WHETHER DIRECT OR INDIRECT, RESULTING FROM CONTINGENCIES BEYOND ITS CONTROL OR FROM NEGLIGENCE.

FINANCE
(Cont'd)

Curr Assets	8,960,000,000	9,953,000,000	10,238,000,000
Curr Liabs	5,636,000,000	6,140,000,000	6,696,000,000
Current Ratio	1.59	1.62	1.53
Working Capital	3,324,000,000	3,813,000,000	3,542,000,000
Other Assets	17,123,000,000	17,651,000,000	19,921,000,000
Noncurrent Liab	7,723,000,000	7,825,000,000	8,334,000,000
Worth	12,724,000,000	13,639,000,000	15,020,000,000
Sales	27,148,000,000	30,468,000,000	32,917,000,000
Net Income	1,538,000,000	1,786,000,000	2,190,000,000
Depr & Amor	2,119,000,000	2,225,000,000	2,216,000,000
Interest Expense	438,000,000	435,000,000	428,000,000
Capital Expenditures	2,803,000,000	3,054,000,000	4,001,000,000
Cash Flow Oper	3,679,000,000	3,982,000,000	4,285,000,000
Fiscal Consolidated statement dated DEC 31 1988:			
Cash	\$ 603,000,000	Accts Pay	\$ 1,628,000,000
Accts Rec	3,949,000,000	Notes Pay	1,717,000,000
Inventory	4,467,000,000	Other Pay	912,000,000
Other Rec	866,000,000	Accruals	1,872,000,000
Prepaid	353,000,000	Taxes	209,000,000
		L.T. Liab-(1yr)	358,000,000
Curr Assets	10,238,000,000	Curr Liabs	6,696,000,000
Fixt & Equip	17,221,000,000	L.T. Debt	3,232,000,000
Investments-Other	938,000,000	Minority Interest	109,000,000
Intangibles	560,000,000	L.T. Liab-Other	2,203,000,000
Other Assets	1,762,000,000	Def. Credits/Income	2,899,000,000
		PREFERRED STOCK	237,000,000
		COMMON STOCK	399,000,000
		ADDIT. PD.-IN CAP	4,595,000,000
		RETAINED EARNINGS	10,349,000,000
Total Assets	30,719,000,000	Total	30,719,000,000

From JAN 01 1988 to DEC 31 1988 Consolidated annual sales \$32,917,000,000; cost of goods sold \$18,457,000,000. Gross profit \$14,460,000,000; operating expenses \$7,068,000,000. Operating income \$7,392,000,000; other income \$438,000,000; other expenses \$428,000,000; net income before taxes \$7,402,000,000. Federal income tax \$1,634,000,000. other income tax \$3,578,000,000. Net income \$2,190,000,000. Retained earnings at start \$9,054,000,000. Net income \$2,190,000,000; dividends \$895,000,000, retained earnings at end \$10,349,000,000.

Statement received by mail MAR 27 1989. Prepared from statement(s) by Accountant: Price Waterhouse.

ACCOUNTANTS OPINION: "A review of the accountant's opinion indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications".

--0--

Item worth shown in summary section was computed after deduction of intangibles, goodwill \$560,000,000, totaling \$560,000,000. Fixed assets shown net less \$19,658,000,000 depreciation. -----BALANCE SHEET ITEM

EXPLANATIONS-----

INVENTORIES: Substantially all inventories are valued at cost as determined by the LIFO method, in the aggregate, such valuations are not in excess of market. Elements of cost in inventories include raw materials, direct labor and manufacturing overhead. Stores and supplies are valued at cost or market, whichever is lower; cost is generally determined by the average cost method.

The excess of replacement or current cost over stated value of inventories for which cost has been determined under the LIFO method approximated \$898 million and \$824 million at Dec 31 1988 and 1987.

OTHER RECEIVABLES: Consist of miscellaneous accounts and notes receivable
INVESTMENTS-OTHER: Consist of investment in affiliates \$628,000,000 and other securities and investments \$310,000,000.

OTHER ASSETS: Consist of prepaid pension cost \$1,127,000,000, advance mining royalties \$120,000,000 and miscellaneous \$515,000,000.

NOTES PAYABLE: Consist of bank borrowings, US dollars \$38,000,000 and other currencies \$308,000,000, commercial paper \$1,275,000,000 and industrial development

(CONTINUED)

FINANCE

(Cont'd) bonds payable on demand \$96,000,000.

LONG TERM DEBT: Consists of industrial development bonds due 2001-2022 \$223,000,000, zero coupon notes due 1990 \$258,000,000, medium term notes due 1990 \$300,000,000, 12.88% notes due 1992 \$150,000,000, 7.50% notes due 1993 \$250,000,000, 11.25% notes due 1995 \$150,000,000, 8.70% notes due 1998 \$150,000,000, 8.00% notes due 1998 \$49,000,000.

9.13% debentures due 1999 \$110,000,000, 7.50% debentures due 1999 \$58,000,000, 8.88% debentures due 2001 \$170,000,000, 6.00% debentures due 2001 \$349,000,000, 8.25% notes due 2002 \$65,000,000, 8.45% debentures due 2004 \$198,000,000, 8.50% debentures due 2006 \$182,000,000, 9.38% debentures due 2009 \$200,000,000, 8.50% debentures due 2016 \$300,000,000, other loans due 1989-2016 \$172,000,000, less unamortized discount \$176,000,000, capital lease obligations \$74,000,000, total \$3,232,000,000

Maturities of long term borrowings, together with sinking fund requirements in each of the four years after Dec 31 1989, are as follows. 1990-\$735,000,000, 1991-\$135,000,000, 1992-\$268,000,000, and 1993-\$376,000,000.

LONG TERM LIABILITIES-OTHER. Consist of reserves for employee-related costs including coal workers' pneumoconiosis \$924,000,000 and other miscellaneous \$1,279,000,000.

DEFERRED CREDITS-INCOME: Consists of deferred income taxes \$2,899,000,000

OTHER INCOME: Consists of royalty income \$143,000,000, interest income, net of miscellaneous interest expense \$68,000,000, equity in earnings of affiliates \$10,000,000, settlement of litigation and claims \$32,000,000, miscellaneous income and expenses, net \$172,000,000, and gains from sales of businesses \$13,000,000.

OTHER EXPENSE: Consists of interest and debt expense \$428,000,000.

COMMITMENTS & CONTINGENT LIABILITIES: The company has various purchase commitments for materials, supplies and items of permanent investment incident to the ordinary conduct of business. In the aggregate, such commitments are not at prices in excess of current market.

There are various lawsuits and claims pending against the company. In the opinion of company counsel, the ultimate liabilities resulting from such lawsuits and claims will not materially affect the consolidated financial position of the company.

The company has a natural gas pipeline throughput agreement that requires minimum monthly payments in a foreign currency through 1992. Although the payments will vary depending on operating costs and currency exchange rates, it is estimated that the aggregate amount approximates \$328 million, with a present value at Dec 31 1988 of \$810 million (\$34 million after related tax savings).

In 1987, a subsidiary entered into a long-term sales contract to supply coal to a group of public utilities. This contract was conditioned upon the purchase of a company that will supply a portion of the contracted coal.

This company is accounted for under the equity method because all of its borrowings and capital lease obligations (which aggregated \$284 million at Dec 31 1988 and constituted essentially all of its capitalization) are funded and guaranteed by and are the responsibility and under the control of the aforementioned public utilities.

The company has indirectly guaranteed various debt obligations under agreements with certain affiliated and other companies to provide specified minimum revenues from shipments or purchases of products. At Dec 31 1988, these indirect guarantees totaled \$73 million. In addition, at Dec 31 1988, the company had directly guaranteed \$71 million of the obligations of certain affiliated companies and others. No material loss is anticipated by reason of such agreements and guarantees.

RECONCILIATION OF TANGIBLE NET WORTH: Tangible net worth improved in fiscal 1988 primarily because of retained earnings, common stock issued in connection with compensation and benefit plans and because of a decrease in intangibles.

RECONCILIATION OF NET WORKING CAPITAL: Net working capital declined in fiscal 1988 primarily because capital expenditures and dividends exceeded funds provided by operations, an increase in long term debt and proceeds from sales of assets.

On SEP 21 1989 management, referred to the above figures.

Management submitted the following interim figures dated JUN 30 1989.

Cash	\$ 1,249,000,000	Accts Pay	\$ 2,619,000,000
Accts Rec	4,986,000,000		
Mdse	4,559,000,000		
Prop, Plant & Equip	17,672,000,000		

For the six months ended Jun 30 1989 sales were \$17,952,000,000 with a net profit of \$1,450,000,000 compared to sales of \$16,200,000,000 and a net profit of \$1,229,000,000 for the same period last year.

(CONTINUED)

THIS REPORT FURNISHED PURSUANT TO CONTRACT FOR THE EXCLUSIVE USE OF THE SUBSCRIBER AS ONE FACTOR TO CONSIDER IN CONNECTION WITH CREDIT, INSURANCE, MARKETING OR OTHER BUSINESS DECISIONS. CONTAINS INFORMATION COMPILED FROM SOURCES WHICH DUN & BRADSTREET INC DOES NOT CONTROL AND WHOSE INFORMATION, UNLESS OTHERWISE INDICATED IN THE REPORT, HAS NOT BEEN VERIFIED IN FURNISHING THIS REPORT. DUN & BRADSTREET INC IN NO WAY ASSUMES ANY PART OF THE USER'S BUSINESS RISK. DUN & BRADSTREET INC DOES NOT GUARANTEE THE ACCURACY, COMPLETENESS OR TIMELINESS OF THE INFORMATION PROVIDED AND SHALL NOT BE LIABLE FOR ANY LOSS OR INJURY WHATSOEVER, INCLUDING CONSEQUENTIAL DAMAGES, ARISING FROM OR BEYOND ITS CONTROL OR FROM NEGLIGENCE.

THIS REPORT MAY NOT BE REPRODUCED IN WHOLE OR IN PART IN ANY MANNER WHATEVER

FINANCE
(Cont'd)

Management reported that results for the six months ended Jun 30 1989 reflected solid performances by a wide range of the company's businesses. It was reported that earnings for 1989 are expected to exceed last year's record performance, even though the second half of the year may be impacted by a somewhat weaker US economy and the stronger dollar.

The interim balance sheet dated Jun 30 1989 is summarized as follows: current assets \$11,359,000,000, total assets \$32,656,000,000, current liabilities \$8,434,000,000, long term borrowings \$3,067,000,000, capital lease obligations \$71,000,000, other liabilities \$2,201,000,000, deferred income taxes \$2,823,000,000, minority interests in consolidated subsidiaries \$128,000,000, and stockholders' equity \$15,932,000,000.

SELECTED OPERATING INFORMATION:	1987	1988.
Sales - % increase (decrease)	12.2	8.0.
Gross Profit Margin - % of sales	43.7	43.9
Operating Expenses - % of sales	21.7	21.5.
Interest Expense - % increase (decrease)	(.7)	(1.6).
Net Income - % of sales	5.9	6.7

RECENT TRENDS: Sales in 1988 were up 8% from 1987, reflecting strong worldwide demand and higher prices in most businesses, including higher US dollar-equivalent prices on sales outside the United States due to the weaker dollar. The sales improvement was moderated by lower crude oil prices. Sales in 1987 increased 12%, reflecting strong worldwide demand, higher petroleum prices, higher US dollar-equivalent selling prices on sales outside the United States due to the weaker dollar, and the full-year sales contribution from 1986 acquisitions.

Net income in 1988 increased 23% from 1987, resulting primarily from strong performances by the petroleum refining, marketing and transportation, agricultural and industrial chemicals, polymer products, coal and fibers segments. In fiscal 1987 net income increased 16% from 1986, resulting primarily from strong performances by the agricultural and industrial chemicals, fibers and coal segments, and substantially improved results for the petroleum exploration and production segment.

SELECTED FINANCIAL RATIOS:	1987	1988.
Quick Ratio (times)	.84	.81.
Collection Period (days)	52	53
Inventory Turnover (times)	3.95	4.13.
Inventory Turnover (days)	91	87.
Operating Cycle (days)	143	140.
Inventory/Working Capital (%)	113.88	126.12.
Sales/Working Capital (times)	7.99	9.29.
Total Liabilities/Tangible Net Worth (%)	101.69	100.07.

ANALYST'S

COMMENTS-----

Overall condition continues strong as reflected by the Dec 31 1988 financial statement and the interim balance sheet dated Jun 30 1989 which is summarized above. As of Dec 31 1988 cash and receivables provided good support for current liabilities, net working capital approached inventory and total liabilities were light in relation to tangible net worth for this type of business. In addition, the collection period for receivables was a little slow but cash flow has been adequate to allow the company to pay its bills in a generally prompt manner although some slowness has been exhibited.

Management has reported that obligations are retired within terms other than disputes, mail delays or discrepancies.

BANKING
09/89

Account maintained.

Account(s) averages medium 5 figures. Account open over 3 years.

(Sep 1989) According to its Dec 31 1988 annual report to shareholders, unused short-term credit lines amounted to approximately \$2.2 billion at Dec 31 1988. These lines support short-term industrial development bonds, and a portion of the company's commercial paper program and other borrowings.

HISTORY
09/20/89

EDGAR S WOOLARD JR, CHBS-CEO+
ROBERT C FORNEY, EX V PRES+

ELWOOD P BLANCHARD, V CHB+
CONSTANTINE S NICANDROS, EX V
PRES+

JAMES F KEARNS, EX V PRES
ROGER W ARRINGTON, SEC

NICHOLAS PAPPAS, EX V PRES

DIRECTOR(S): The officers identified by (+) and Andrew F Brimmer,
Charles R Bronfman, Edgar M Bronfman, Charles L Brown, Louisa C

(CONTINUED)

HISTORY

(Cont'd) Duemling, Edward B du Pont, Irene du Pont Jr, Richard E Heckert, Edward G Jefferson, Howard W Johnson, E Leo Kolber, Margaret P. MacKimm, Dean R McKay, David G Sacks, H Rodney Sharp III and John L Weinberg.

Incorporated Delaware Sep 4 1915.

Authorized capital consists of 300,000,000 shares common stock \$1.66 2/3 par value and 23,000,000 shares preferred stock no par value.

OUTSTANDING CAPITAL STOCK: At Dec 31 1988 there were 239,438,000 commons shares outstanding at a stated value of \$399,000,000 and 2,372,594 preferred shares outstanding at a stated value of \$237,000,000.

BACKGROUND/OWNERSHIP: Business founded as a partnership in 1802 to manufacture explosives. It was succeeded in 1903 by a New Jersey corporation consolidating approximately 100 corporations. The present corporation was chartered to consolidate all of the assets of E I Du Pont de Nemours Powder Co (Inc). This is a public, held company traded on the New York Stock Exchange under the symbol DD. At Dec 31 1988 there were 206,155 common shareholders of record. As of Dec 31 1988 the officers and directors as a group owned less than 1% of the outstanding common shares. The largest single shareholder at Dec 31 1988 was The Seagram Company Ltd, Montreal, Quebec, Canada, which held 22.9% of the outstanding common shares.

Wilmington Trust Company, Wilmington, DE, held approximately 7.5% of the common shares outstanding at Dec 31 1988. The remainder was held by public shareholders.

CONSENT AGREEMENT: Jul 15, 1982 du Pont signed a \$14 million consent agreement with the government settling federal allegations of over-charges by the company's Conoco Inc subsidiary. Under the agreement, Conoco paid \$3 million to the government and provided \$11 million of oil to the US Strategic Petroleum Reserve. The agreement settles all outstanding administrative charges of federal price-control violations by the company from 1973 to Jan 1981, when the controls were lifted.

MANAGEMENT BACKGROUND.

WOOLARD born 1934. 1956 North Carolina State University BS. 1957 to present E I du Pont in various managerial and executive positions. 1982 Executive V Pres-Director. 1985 V CHB. 1987 Pres and COO. 1989 Chairman of the Board and Chief Executive Officer.

BLANCHARD born 1931. Graduated Georgia Institute of Technology, BS and MS degrees, Massachusetts Institute of Technology, PhD degree. 1959 joined subject. Appointed Group Vice President 1983 and Executive Vice President and Director 1987. Elected V CHB 1988.

FORNEY born 1927. 1947 Purdue University BS, 1948 MS, 1950 PhD Chemical Engineering. 1950 to present E I du Pont in various managerial and executive positions. 1981 Executive V Pres-Director and member Executive Committee.

NICANDROS born 1933. Graduated University of Paris. 1957 to present Conoco Inc, presently Pres Petroleum Operations. Elected a Director of du Pont 1983 and 1985 also Executive V Pres.

KEARNS born 1928. Graduated University of Delaware 1950, BS Chemical Engineering. Joined subject 1950. Has served in various managerial capacities since that time, most recently serving as Group Vice President fibers. Appointed Ex V Pres Nov 1988.

PAPPAS born 1930. Graduated Yale University 1952 BS degree; Brown University 1956 PhD. Joined subject 1956. Elected V Pres fabrics and finishes 1981, Group Vice Pres polymer products 1986 and Ex V Pres Nov 1988.

ARRINGTON born 1948. 1970 Princeton University BA. 1972 University of Denver, College of Law LLB. 1972-74 Morris Nichols Arsht & Tunnell, Wilmington, DE law firm. 1974 to present E I du Pont, 1983 Sec.

BRIMMER. Is Pres and a director of Brimmer & Company Inc, Washington, D. C.

CHARLES R BRONFMAN. Is Co-Chairman of the Board of The Seagram Company Ltd

EDGAR M BRONFMAN. Is Chairman of the Board and Chief Executive Officer of The Seagram Company Ltd.

BROWN. Is a former Chairman of the Board and Chief Executive Officer of American Telephone and Telegraph Company.

DUEMLING. Is a trustee of the Winterthur Museum and Gardens, the Chesapeake Bay Foundation, and the Maryland Chapter of the Nature Conservancy and is a director of the Chester Sassafrass Foundation.

EDWARD B DU PONT. Is Chairman of the Board of Atlantic Aviation Corporation.

IRENEE DU PONT JR. Is a former senior vice pres and member of the executive committee of the company.

HECKERT. Is a former Chairman of the Board and Chief Executive Officer of the company.

JEFFERSON. Is a former Chairman of the Board and Chief Executive Officer of the company.

(CONTINUED)

THIS REPORT MAY NOT BE REPRODUCED IN WHOLE OR IN PART IN ANY MANNER WHATSOEVER

HISTORY

(Cont'd) company.

JOHNSON. Is former Chairman and president of the Corporation of the Massachusetts Institute of Technology.

KOLBER. Is a member of the Senate of Canada.

MAC KIMM Is senior vice pres-corporate communications of Kraft Inc.

MC KAY. Is a former director and senior vice pres of International Business Machines Corporation.

SACKS. Is pres and chief operating officer of The Seagram Company Ltd.

SHARP. Is manager of computer systems of the company's finance department and a former manager of benefit plans control section and financial services section in that department.

WEINBERG Is a senior partner of Goldman, Sachs & Co.

AFFILIATES. The company has several affiliates in which ownership ranges from 14% to 50%. They manufacture and distribute chemicals, resins, alcohols, detergent alkylate, fiber and refine crude oil and petroleum. Intercompany relations consist of merchandise transactions on regular terms (purchases and sells to certain affiliates) and the subject has directly and indirectly guaranteed various debt of certain affiliates (see "Contingencies" elsewhere in this report). A list of affiliates is on file at the Dallas, TX office of Dun & Bradstreet.

Also, as stated, above The Seagram Company Ltd, Montreal, Quebec, Canada. owns 22.9% of E.I. du Pont de Nemours and Company common stock.

OPERATION

09/20/89

Directly and through subsidiaries, operations are segmented as follows. integrated petroleum company engaged in the refining, transportation (crude oil and refined products pipelines) and marketing of crude petroleum, natural gas and liquid petroleum products (29% of 1988 sales), and in oil and gas exploration and production (6%); manufacturer of synthetic noncellulosic fibers including nylon, "Orlon" acrylic fiber, "Dacron" polyester fiber, "Kevlar" and "Nomex" aramid fiber, "Lycra Spandex" elastomeric fiber, and "Antron" bulked continuous filament nylon (18%); manufacturer of agricultural chemicals including herbicides, fungicides and insecticides and manufacturer of inorganic industrial chemicals including hydrogen peroxide, sodium cyanide, sulfuric acid and commodity chemicals (14%); manufacturer of plastic and synthetic resins including acetal and nylon resins, elastomers, polyesters, polyester and mylar films and others (13%). Also, mines steam coal (5%), manufactures X-ray products used in diagnosis, pharmaceuticals, biomedical instruments and analyzers (4%). The remaining 11% represents a diverse portfolio of products including the manufacture of photographic products and systems for printing and reproduction, electronic products, resistor networks, printed circuit boards, connectors, audio and video tapes and cassettes, finishes for auto and other industries, analytical instruments, building materials and sporting goods, including "Remington", firearms and ammunition.

Terms: Net 30. Has 150,000+ accounts. Sells to oil and gas: terminals, bulk plants and retailers. Other: variety of industries including textile, chemical and plastics. Territory: International. (1988 foreign sales 39%).

Nonseasonal.

EMPLOYEES 140,949 including officers. 6,400 employed here.

FACILITIES: Owns premises in multi story office building in good condition. Premises neat.

LOCATION. Commercial section on main street.

BRANCHES. The company and its subsidiaries own and operate manufacturing, processing, refining and marketing facilities worldwide. In addition, they own and lease petroleum properties worldwide and coal properties principally in the United States.

Petroleum and coal operations are coordinated through offices in Houston, TX and Pittsburgh, PA, respectively. Major offices are also maintained in Ponca City, OK. In addition, the company operates sales offices, regional purchasing offices, distribution centers and various other specialized service locations.

SUBSIDIARIES There are numerous direct and/or indirect subsidiaries; majority are wholly-owned. They are engaged in the manufacture and/or distribution of the various products described in the "Operation" section of the report.

Intercompany relations confined to merchandise transactions on regular terms and occasional loans and advances to certain subsidiaries with periodic settlements made. The largest subsidiary is Conoco Inc., Wilmington, DE, 1920 Delaware corporation (oil and gas exploration, production and refining). It is 100% owned.

List of company identified subsidiaries is on file at the office of Dun & Bradstreet, Dallas, TX.

12-13(101 /101)

00000

006114114 NH